

Message Text

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PAGE 01 DAKAR 03327 021320Z

53

ACTION EB-11

INFO OCT-01 AF-10 EUR-25 ADP-00 CAB-09 CIAE-00 COME-00

DODE-00 INR-10 NSAE-00 RSC-01 FAA-00 RSR-01 /068 W

----- 119805

P R 021215Z AUG 73

FM AMEMBASSY DAKAR
TO AMEMBASSY ABIDJAN PRIORITY
AMCONSUL JOHANNESBURG
AMEMBASSY NAIROBI
AMEMBASSY PRETORIA
INFO SECSTATE WASHDC 4097
AMEMBASSY BRUSSELS
AMCONSUL CASABLANCA
AMEMBASSY LAGOS

UNCLAS DAKAR 3327

EO 11652N/A

TAGS: ETRN IV SF KE

SUBJ: CIVAIR VISIT PIPER AIRCRAFT SALES TEAM TO SELECTED
AFRICAN POSTS

BRUSSELS FOR FAA

LAGOS FOR FAA

1. PIPER SALES TEAM CONSISTING OF DIRECTOR OF SALES, MR C.
RAYMOND JOHNSON, REGIONAL MANAGER INTERNATIONAL SALES, MR.
ROBERT C. WUTSON AND DIRECTOR OF CUSTOMER SERVICES, MR. ROBERT
MARTIN WILL VISIT FOLLOWING POSTS:

ABIDJAN: AUGUST 3 AND 4, ARRIVING NOON AUGUST3. WOULD APPRE7
CIATE MEETING AMBASSADOR ROOT OR CHARGE THAT AFTERNOON.

NAIROBI: AUGUST 5-9, CONTACT NORFOLK HOTEL.

PRETORIA AND JOHANNESBURG: AUGUST 9-15, PLANNING BUSINESS
LUNCH PRETORIA AUGUST 9. TEAM WILL CONTACT COMMERCIAL OFFICER
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PAGE 02 DAKAR 03327 021320Z

JOHANNESBURG AND WILL STAY CARLTON HOTEL.

2. PURPOSE OF VISITS IS TO: A) HAVE PERSONAL DISCUSSIONS WITH LOCAL PAPER DEALERS AND/OR DISTRIBUTORS AND B) OBTAIN FEEL FOR LOCAL POLITICAL AND ECONOMIC SITUATIONS AS THEY MAY AFFECT PRESENT EXPORT SALES AND FUTURE EXPORT SALES PROMOTION PROGRAMS.

3. REGIONAL CIVIL AIR ATTACHE, AFRICA, (RCAA) BRIEFED TEAM AUGUST 1 AND 2 IN DAKAR ON GENERAL DEVELOPMENT AFRICA AND HAS RECOMMENDED THAT TEAM MEET WITH CHIEFS MISSION TO ADDRESSEES POSTS FOR IN DEPTH DISCUSSIONS LOCAL DEVELOPMENT AS THEY MAY INFLUENCE GENERAL AVIATION EXPORT SALES, PRESENT AND FUTURE. ACCORDINGLY TEAM WILL CONTACT POST ON ARRIVAL TO SCHEDULE MEETINGS.

CLARK

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Message Attributes

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Disposition Event:
Disposition History: n/a
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30 JUN 2005

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